

# FREE TRIPS TO FAIR OPEN TO UTAH BOYS

Agricultural College Will Co-  
operate With San Francisco  
Exposition Management.

Utah's young agriculturalists will have an opportunity to display the products of their husbandry at the state fair next October and at the California expositions next year and also to win free trips to the big fairs on the coast, through a plan to be worked out this year by the California expositions commission and the Agricultural college of Utah.

The plan provides for two competitions, one among the members of the high school agricultural clubs and the other among the boys' and girls' agricultural clubs of the state. The first prize in each competition will be a round-trip ticket to both the San Francisco and the San Diego expositions and suitable second and third prizes in each competition will be given.

The competition will be in the growing of fruit, potatoes, wheat, celery, oats, barley, maize, peas, millet, grapes, buckwheat and special products. The exhibits will be displayed and judged at the state fair this year. President J. G. McDonald and Secretary Horace S. Ensign of the state fair association assured J. Edward Taylor, director of horticultural exhibits for the Utah-California exposition, yesterday that large space for the competitive exhibits would be placed at the disposal of the men handling the competition. The Utah agricultural and horticultural exhibits at the California fairs will be made up in part of products entered in these competitions.

The agricultural clubs have more than 20,000 boys and girls in their membership in Utah. There are thirty-two of the high school clubs and several boys' and girls' clubs exist in every county of the state. The boys' and girls' agricultural clubs were organized in Utah more than a year ago as part of a national movement.

Their membership consists of children less than 16 years old. The high school agricultural clubs were organized in this state last fall. All high school students are eligible to membership and others of high school age who have not the opportunity of attending high school are eligible to associate membership, with the privilege of sharing in any competition.

The adoption of this plan to give the young folks of Utah an opportunity to display their husbandry in the national fairs before the world and for two of them to obtain free trips to the big fairs is the result of the active cooperation of President John A. Witte and his staff with the exposition commission. The field work in the competitions will be under the general direction of Dr. E. G. Peterson, director of the Agricultural college extension division. A. C. Carrington of the A. C. U., president of the High School Agricultural clubs, will direct the efforts of those organizations, and J. C. Hogensohn, state leader of the Boys' and Girls' Agricultural clubs, will direct the work among the younger competitors.

The fact that two of Utah's young folks won notable recognition and a complimentary trip to Washington for their skill along this line is ample evidence that young Utah can make a strong showing at the big California expositions. Those who won the national recognition last year were Marie Hyer of Lewiston, the champion potato grower of the United States, and Miss Hattie Holbrook of Bountiful, who won distinction for her accomplishments in domestic arts.

As the planning necessary to the competition must be done in the next few days, the officers of the Agricultural college are preparing instructions for entrants, which will be forwarded through the club organizations. Information for those who enter the high school competition will be given through the presidents of the local clubs, and information regarding the boys' and girls' competition will be given by Professor Hogensohn.

Continuous dancing. Majestic. Wednesday night. Band and orchestra. (Advertisement.)

Shields Stationery Co. is now located at 131 Main, opp. Kearns bldg. (Advertisement.)

## ALL TECHNICALITIES ARE BRUSHED ASIDE

DETROIT, Mich., April 4.—Judge Tuttle, in the United States court today, overruled the demurrer filed by the defendants in the suit brought by the government for the violation of the Sherman Anti-trust law. The defendants were given thirty days in which to file an answer.

The contention of counsel for the association was that no specific charge was made in the government's complaint. If charges were made, they were too general in character. In rendering his decision, Judge Tuttle said:

"Such a bill could not be specific, but it is very definite as to what the conspiracy was. It is in the nature of a following the tendency of the courts to get away from the technicalities that do not enter into the merits of the case."

## DRUGLESS HEALING.

On account of the rapidly increasing popularity of Osteopathy, the public has had to employ an assistant and do not need to advertise for patients, offer free treatments or beg for patronage, but.

Believing that the public should be enabled to discriminate between Osteopaths who spend three years in college and other drugless practitioners who get their training by correspondence, we call your attention to the following facts:

Osteopathic colleges require three years' attendance and Osteopaths qualify and pass examinations before medical boards, while diplomas to practice any other system of drugless therapeutics can be obtained by correspondence. The whereas the Osteopath who qualifies as a physician is out three years' time and expense, estimated at \$5000 to \$10,000.

The public should beware of the man who poses as a physician and tells you that he has something better than Osteopathy but admits that he got it by mail and that the course of instruction and the diplomas only cost him \$25.

Osteopathic literature is free and it will cost you nothing to investigate the merits of Osteopathy.

Sincerely Yours,  
G. A. GAMBLE, Osteopathic Physician  
Salt Lake City, Utah.

# SHEEPMEN CAN PROFIT THROUGH MODERN SYSTEM

Proper Shearing and Packing Will Mean Big  
Increase in Price, Declares Expert  
Ritch.

"If the woolgrowers of Utah and her sister states will accept the Australian contract system of shearing and packing wool—and this system can be adopted and installed in every wool-growing district in the intermountain section of the west within the next nine months, and at small expense—the great bulk of wool now being sold at 24 and 25 cents a pound next year, according to the present state of the market, instead of the 16 and 17 cents per pound it is now being sold for."

More than that, the adoption of the Australian system will put the wool-growing industry of the intermountain west fifty years in advance of the methods which today govern the shearing of wool and its preparation for market in the principal western sheep states.

Making these unequivocal statements with a directness that carried conviction in every word, W. T. Ritch, the world-famous wool expert whom President Taft has designated as the Continental National bank of Salt Lake City has brought to Utah from Australia, at his own expense, to explain to the woolgrowers of the western states the wonderful system Australia has developed for properly shearing and marketing its wool, delivered his first message to the sheepmen of the west yesterday afternoon in a remarkable interview following his arrival from Australia.

## Speaks With Authority.

It is doubtful if there is any man better known in the wool-growing countries of the world today than Mr. Ritch. He is considered one of the greatest specialists on wool-growing and in the shearing and marketing of wool, which the industry has produced in the last twenty years. He is the man whom the Canadian government employed in 1910 to spend two years in investigating and reporting on the causes for the decline of the Canadian wool-growing and sheep-breeding industry, and whose work in that field drew the attention of the entire wool industry of two continents.

Mr. Ritch has arrived in Salt Lake direct from Australia. He will spend the next nine months in traveling throughout the intermountain states explaining to western wool men the details of the marvelous contract system of shearing and packing wool that has put Australia a half century ahead of every other wool-growing country in the world.

## Brought by Cosgriff.

Mr. Ritch comes as the personal representative of Mr. Cosgriff, who with T. W. Boyer, cashier of the Continental National bank of Salt Lake, will defray his expenses for the year his services have been contracted for. Mr. Cosgriff has announced that he will employ during the sessions of the annual convention of the National Woolgrowers' association held at the Hotel Utah in January, and the news came as one of the most important and widely discussed features of the convention. Mr. Cosgriff has virtually grown up with the wool industry of the intermountain west and has devoted years of deep thought and study to the problems that have confronted and vexed western sheepmen. He has been prominent in every important move toward the betterment of the industry, and when, in the course of his study of existing conditions here and abroad in the wool business several months ago, he became convinced that the Australian system solved the problem of proper growing and marketing of wool, he determined to bring to this country the best expert he could find whose knowledge of the wool industry in general and of the Australian system in particular fitted him for the work of spending a year among western flockmasters explaining the Australian methods.

In his talk before the woolgrowers at the January convention Mr. Cosgriff said:

## Explains Attitude.

The manner in which we grow wool in the west and the way we shear and prepare it for market is radically and basically wrong, and now with wool on the free list, the very life of the industry in these western states depends, in my judgment, on the immediate adoption of our whole present system and the substitution of those methods which have proven so wonderful a success in Australia. Someone must be brought to the west who can explain this system in the language of the layman, and with no other object in view than to do my share in bringing about a new order of things in western wool circles that will mean our salvation in the world's wool markets. I have engaged W. T. Ritch for one year. His expenses and salary will be met by T. W. Boyer and myself, and at the expiration of the year I hope to see the advantage of the Australian system so firmly implanted in the minds of woolmen and government officials that the Australian methods will be established in the immediate future. I am so convinced of the success of that system that if a trial of it can be brought about in the wool industry of Utah and neighboring states, Mr. Boyer and I will feel that our trouble and expense has been well worth while.

This, in effect, was Mr. Cosgriff's explanation to the sheepmen of the convention relative to his action in securing Mr. Ritch for the work he has now arrived in Salt Lake to inaugurate.

## Diligent in Research.

The expert has, in fact, been in Mr. Cosgriff's employ since January 1. These past three months he has used in scouring the sheep country of Australia for every fact and item of data and information that could possibly be of special value to the western woolgrowers of the United States. He has arrived with a volume of information based not only on the Australian system in the wool industry of the intermountain west at that time was one of the most intelligent and exhaustive ever made of this section of the country and his equipment therefore combines an intimate knowledge of what is needed here and a thorough understanding of the system that in the judgment of many experts is unquestionably the remedy for the problem.

Born in the north of Scotland forty-five years ago, Mr. Ritch has been

identified for twenty-five years with every branch of the wool industry. At the age of 22 years he was sent by one of the largest of Yorkshire's worsted spinning mills to every English-speaking country in the world as a wool buyer and to investigate and report on sheep and wool conditions. His sixteen years' work with this firm took him again and again to the great wool-growing sections of two continents, principally to South Africa, New Zealand and Australia. During 1910 and 1911 his work for the Canadian government brought him into world repute, and since the close of his employment with that commission he has spent his entire time in Australia investigating the contract system that has permeated that country to its furthest wool-growing district.

## Ready for New Work.

Now he is ready for his work in "the states," as he expresses it.

And not only ready, but eager—and Mr. Ritch's enthusiasm over the prospect he sees ahead for interesting western woolmen in the Australian system cannot help but prove contagious. He sees a wonderful opportunity in Utah and neighboring states for work that will live long after his personal efforts have been completed. Yesterday he said:

My position in Australia is being held for me and I shall return there when my work for Mr. Cosgriff and Mr. Boyer is completed. The need of reform here is so great and the possibilities are by the same token so wonderful that I could not resist taking up this new work when the opportunity presented itself. I am here only to explain. Please let there be no misunderstanding regarding that. Arrangements have been made for me to go from place to place throughout the entire intermountain wool-growing sections and explain to those who care to hear all of the details of the Australian system. What is the system?

I can only outline it briefly at this time, and to give you the proper idea of the principal elements that enter into the Australian method of shearing and marketing wool, I shall have to start with the erection of the shearing sheds.

## For Contract System.

Nearly all of the shearing in Australia is done by shearing contractors, who clip for so much per head. This contract system has developed scores of organizations of expert shearing crews and has reduced the shearing to an exact science. The Australian flockmaster works for a clean, high grade clip of wool from the moment he begins to prepare for the shearing.

His drive to the central shearing shed is made in easy stages, so as not to overheat the flock. This brings his sheep to the shearing shed with cleaner wool than would be possible if he drove hurriedly, thereby forcing excessive yolk up into the wool, where it catches and holds the dirt and dust stirred by the moving sheep. Upon arrival at the shearing shed, the sheep are run into what is known as the "sweating" pens, where they are held over night under conditions that start the yolk up into the fleece in just the right quantity.

## Down to System.

The shearing sheds are splendidly built and are mostly in the form of a T. The sheep of but one flockmaster are handled in the establishment at any one time. The flock is driven from the sweating pens to the feeding pens, where they are segregated—the ewes, rams, hoggets and weathers going into separate pens.

From these pens they go to the catching pens. These are pens arranged down the sides of the center of the building, and before each pen stands the man who does the shearing. The sheep are put into individual catching pens to obviate the custom practiced by so many shearers in crews not properly organized, of rushing about among the sheep to try and secure the easiest sheep to shear. This excites the sheep and keeps the shearing place in a constant turmoil. Under the Australian system of catching pens, each shearer knows exactly what sheep he is to clip and he proceeds with his work accordingly.

The moment a sheep is shorn he is pushed through a chute that leads down under the shearing shed floor, and thence into counting pens, where he is branded and counted and sent on his way to the rest of the flock.

Meanwhile, some very interesting things have been happening back in the main room. The shearer first clips the belly wool, and that floor is as clean as a library table top—it is quickly but carefully gathered up and thrown into a basket provided for belly wool. The same process is performed with the hocks. These are inferior classes of wool and are kept separate.

## Handled by Expert.

Then comes the main fleece, and it comes off in one piece. As it drops to the floor a boy who is expert in handling fleeces picks it up in such a way that it is not broken or greatly disturbed and spreads it on one of the rolling tables. The instant the shearing of a sheep has been completed and the sheep sent down under the building, a boy sweeps up the space in which the shearer has worked and the latter is ready for another.

From the shearer the wool is taken direct to men known as skimmers and rollers. Here the fleeces are spread out and skirted—or, in other words, trimmed of those portions which are not desirable of retention with the main fleece. Each portion trimmed off goes into a certain basket and is kept separate. After the fleeces have been rolled and skirted they go to the wool classer's table. This man is one of the most im-

portant employees of a shearing organization. Under his eye is classed all the wool that goes through the shearing station. He is lightning quick with his judgment. Not only must he class all the main fleeces, but he also supervises the classification of the inferior portions of the fleeces.

## Grading and Choosing.

And right here it might be well to explain the distinction, as understood in Australia, between the classing and grading of wool.

Grading is the placing of whole fleeces into different grades, according to their indications of breed and quality, while classing is the placing of skirted fleeces into different classes according to their length, quality, soundness, condition and tint.

From the classer's table the fleeces go into different bins. The classer's table is always clean, as he works with tremendous rapidity and must make no mistakes. The men who assist him by classing the poorer parts of the fleeces all deposit their work in baskets from which they are later taken to be pressed by the baler. This is an ingenious machine that bales the wool in a wonderfully rapid and precise manner. Then the bales are branded and sent through to the shipping platform outside the shearing station. The art of classing wool and supervising its baling and pressing call for keen judgment. The moment the last of one flockmaster's sheep is shorn, word is sent to the superintendent of the shearing station and the work begins at once of clearing away every vestige of the clip just finished. When all of the shearing operations have been completed on a flock of sheep, the shearing station is as clean as a ballroom floor from one end to the other.

Those portions of each fleece which are apt to carry burrs and other foreign matter which adheres to wool, are picked clean by hand.

## Careful in All Things.

The method of handling the fleeces so that they are not broken is pretty nearly perfection. In the pressing and baling, the fleeces are so laid that they retain their form and as each bale comes out to the shipping department it is marked as to quality and grade and with the owner's name.

From the shipping platform the owner carts away his wool to a railroad depot or makes whatever other disposition of it that best suits his purpose or convenience for the time being. The only hands through which his wool will pass, however, before reaching the manufacturer, is that of the wool broker. There is no expensive profit-taking middle man in the Australian system. The wool brokers sell on a commission and the wool broking establishments are wonderful institutions in Australia and New Zealand. They have perfected a system for the expeditious handling of the wool that accomplishes the work of getting the wool from the grower to the manufacturer in a minimum period and at a minimum expense.

The secret of the success of the system lies almost wholly, of course, in the proper preparation of the wool for market at its source. You see, the work of separating the wool into its different classes has already been done and the manu-

facturer by inspecting samples of each class knows exactly what he is buying. The main portion of the fleeces or in other words the best of each fleece—brings the price such wool can always command when it is segregated. The first and second pieces, the necks, the belly wool, the hocks and other wool of a lower grade bring lower prices, of course, but the higher price of the best of the fleeces predominates.

Or let me illustrate it this way—the bulk of the fleece of a sheep is high-grade wool that should bring anywhere from 24 to 25 cents a pound. The poorer portions of the fleece bring from 16 to 18 cents. When wool is properly shorn and prepared for market, the high-grade portions of each fleece are segregated and the grower therefore receives from 24 to 25 cents a pound for the greater portion of his wool. This is the case in Australia, remember, and not in your western states here.

Intermountain sheepmen, on the contrary, receive the lower price of from 16 to 18 cents a pound for their wool, because the fleeces are poorly clipped to begin with; they are neither as clean as those or picked they are thrown promiscuously into bags and tramped by men in heavy boots, thereby breaking the fleeces and permanently injuring them so that their market value is concerned, and finally, because the buyers have no means of knowing how much high-grade wool is mixed with the lower grades and dirty wool. These buyers average the good with the bad and hence the price for the whole clip down to about the level of the poorer portions of the clip should bring, alone, were they properly prepared.

The difference is so evident and the superiority of the Australian system seems so obvious that I hesitate to draw further comparisons.

## Result Is Evident.

Now, what happens in your western states when the wool-grower has disposed of his poorly clipped, ruinously and conglomerately packed wool to the middlemen at a price for the entire lot that should have been paid for the poorest of the clip?

The middleman must perform the task of classing, skirting, picking and properly packing the wool, and this work the grower should have done as the fleeces came from the backs of his sheep. The middleman's work takes the profit that belongs to the grower.

Can the Australian system be adopted on short notice in the intermountain states, and at small expense?

Yes—beyond any question. I am here primarily to explain again and again wherever and whenever sheepmen will listen, the details of the Australian system. I am not here to organize districts or put into operation an administrative standpoint any portion of the Australian system. But in the three months I have been preparing myself for my work here for Mr. Cosgriff I have gathered together plans, contractors' specifications, equipment data and everything else pertaining to the erection of completely equipped shearing stations. I can and will turn these plans and data over to the sheepmen of any and all sections who get together and form districts and decide to put up central shearing stations and adopt the Australian system.

Under Mr. Cosgriff's plan I have gone to the heart of the matter, the heart of the shearing contractors' system, the heart of the sheepman's system, the heart of the country next year any expert shearing crew and at regular contract prices perform the shearing, packing, pressing and shipping operations here the forms in the Australian shearing stations.

Not only have I this word that he will do it, he has permitted me to use his shearing team, and his class of workers. The under pledge to come to the aid of the woolman.

In other words, in the months Utah woolgrowers can put into perfect operation of shearing and packing wool that has cost at other great wool countries and thirty years of long, expensive experimenting.

## Means Better Price.

If Utah woolgrowers can see this—if I can get them to see this—if they are immediately and forever ent—there is no reason why they cannot secure from 24 to 25 cents a pound bulk of their wool instead of a price of from 16 to 18 cents.

The latter price they for the poorer grades fleeces alone, if the Australian system. With the free list western wool into any market in the world, their product and command prices I have named.

They can eliminate the man and his profit.

They can put the wool of their individual states in the western wool country, which it exists today.

I am to speak at many of the woolgrowers the next week and the ideas I have sketched out here will be sketched out in many plans and charts, and I will be glad to aid to a graphic approach the Australian system.

## Stands High in Work.

Mr. Ritch will unquestionably attract the attention of the western sheepmen who have an opportunity to see him. He is of a type and rivets attention. The sincerity of his purpose and his logic and his formidable front and his reserves that he should be nearly irresistible.

His is the magnetism that absolute conviction that he is engaged in a great unlimited possibilities. Mr. Cosgriff is already making arrangements for the beginning of Ritch's active work and coming in from every quarter intermountain states asking to be sent to explain the Australian system.

It is doubtful if any man in the west has attracted so much attention among sheepmen as so great an interest.



SPERRY & HUGHSON  
NEW YORK CITY

EASTER NOVELTIES, EASTER CANDIES, BUNNIES, CHICKS, ETC.

## We Give "J. & N." Green Stamps

SAVE THEM---It Means a Big Discount on Your Every Purchase

AT Schramm-Johnson Drugs

### Service

We believe it is a bigger and better thing to MAKE SATISFACTION than to make sales. SATISFACTION must accompany every SCHRAMM-JOHNSON purchase, and this is the policy that has made our business what it is—above all others. Schramm-Johnson stores are founded on the solid rock of SQUARE DEALING, BETTER SERVICE, HIGHEST QUALITY and always GREATER VALUES. It is a fixed principle with us to keep absolute faith with our customers in every transaction and we will BUY BACK any merchandise for any reason you may think to be unsatisfactory. It's no sale unless you are satisfied at Schramm-Johnson's.

### TOILET ARTICLES OF Parisian Ivory

The only real substitute for Ivory—lined in appearance—nothing more serviceable. Start a collection and add a piece from time to time. Our complete all-the-year-around assortment at popular prices makes choosing a matter of real ECONOMY.

10c SAPOLIO, 4 Cakes for	25c
25c Listerine	15c
50c Listerine	35c
1.00 Listerine	55c
25c Laxative	15c
50c Laxative	35c
1.00 Laxative	55c
50c Cuticura Resolvent	45c
1.00 Cuticura Resolvent	85c
1.00 Hood's Sarsaparilla	67c
25c Morse Indian Root Pills	17c
25c Laxative Bromo Quinine	13c
50c HAY'S HAIR HEALTH	25c
ABSORENE Wall Paper Cleaner, makes your wall paper look like new. Ready to use.	25c
COLORITE for Dyeing Straw Hats. Have a dozen for a quarter.	25c
NOVA SANITARY APRON or Skirt Protector, modeled on hygienic principles of health, prevents creasing or soiling fine gowns.	25c
25c Euthymol Tooth Paste, 25c Saline Tooth Paste, or 25c Kolynos Tooth Paste	
10c HILLARBUS, TRANSPARENT GLYCERINE SOAP. Large 7-ounce cake, soothing and healing.	3 for 25c
10c California Port Wine	25c
1.00 Rosemary Whiskey, rare and mellow	\$1.20
1.00 Old Lewis Hunter, 8 years old, bottled in bond	\$1.15
15c Blue Jay Corn Plasters	3c
25c Canary Gilt Edge Playing Cards. Our greatest value	19c
10c Envelopes, 5c pack, age, or 6 FOR	25c
PENINSULAR APPETIZING TONIC. An efficient builder and Spring Tonic	\$1.00
50c Robinson's Patent Barley	13c
10c GRANDPA'S TAR SOAP, 4 for	25c
50c Robinson's Patent Barley	24c
50c Horlick's Malted Milk	35c
1.00 Horlick's Malted Milk	67c
3.75 Horlick's Malted Milk	\$2.70
25c Nestle's Food	18c
50c Nestle's Food	35c
\$2.50 Nestle's Food	\$1.92
Quart Denatured Alcohol	21c
Pound Hospital Absorbent Cotton	21c
10c Wolf Face Powder Puffs	15c
15c Colman's Wash Cloth	25c
25c Arbutus Talcum Powder	15c
50c CANTHROX, SPECIAL	33c
25c Whittemore's Elite Combination for Black Shoes	19c
25c Whittemore's Gilt Edge Polish	19c
25c Whittemore's Quick White	19c
10c Sanford's Premium Writing Fluid	5c
One-half pint Sanford's Premium Writing Fluid	21c
Quart Sanford's Premium Writing Fluid	31c
25c Sanford's Fountain Pen Ink	15c
50c Sanford's Library Paste	35c
15c Sanford's Mucilage	9c
10c JAP ROSE SOAP	5c
40c Imported Bay Rum	10c
25c Turpentine (pint)	10c
Quart Household Ammonia	10c
Pound Epsom Salts	10c
Pound Borax	10c
Pint Castor Oil	10c
25c Castor Oil	10c
10c package Salts and Lemon	10c
10c Toilet Pumice	10c
Pound Moth Balls	10c
35c CASTORIA, SPECIAL	23c
65c Hair Brush, 9-row White Bristle, solid black	39c
35c comb FRIZZ with each hair brush, regular price 50c or more	
\$1.25 Ideal Cushion Back Hair Brush	69c
25c Ebony Nail Brush, white bristles, also bristles in con-cave back	19c
CHIC-CHIC Easter Dyes 8 Solid Colors	5c pkgs
One Hundred Transfer Pictures on Six Sheets	



SPERRY & HUGHSON  
NEW YORK CITY

## Schramm-Johnson Drugs

"THE NEVER-SUBSTITUTORS"